# UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF ILLINOIS EASTERN DIVISION

UNITED AIRLINES, INC.	)	
Plaintiff,	)	
<b>v.</b>	)	Case No.
BRAINWAY AIRLINESERVICES GES.M.I	) <b>3.</b> H.)	
Defendant.	)	

### **NOTICE OF REMOVAL**

Defendant Brainway Airlineservices GES.M.B.H ("Brainway") hereby gives notice of the removal to this Court of the case styled *United Airlines Inc. v. Brainway Airlineservices GES.M.B.H.*, Case No. 2023CH06390, from the Circuit Court of Cook County, Illinois, Chancery Division, pursuant to 28 U.S.C. § 1441, *et seq.*, based upon the following grounds:

- 1. On May 16, 2023, 5455 United Airlines, Inc. ("United") filed a complaint against Brainway in the Circuit Court of Cook County, Illinois, Chancery Division.
- 2. Copies of the pleadings filed in this action are attached hereto as Exhibit 1, as required under 28 U.S.C. § 1446(a). (Compl., Ex. 1).
  - 3. Brainway was served with a copy of the Complaint on May 19, 2023.
- 4. This Notice of Removal is filed within 30 days of the effective date of service, and, therefore, removal of this action is timely under 28 U.S.C. § 1446(b).
- 5. This action is properly removed to this Court under 28 U.S.C. § 1441 because this district/division embraces the place where the complaint is pending.

6. Removal of this action is appropriate under 28 U.S.C. § 1441(a) because the Court

has original jurisdiction over this matter under 28 U.S.C. § 1332(a) since the parties are citizens

of different states and the amount in controversy exceeds \$75,000 exclusive of interest.

7. Brainway is a citizen of Austria under 28 U.S.C. § 1332(c)(1) which is incorporated

by, and maintains its principal place of business in, Vienna, Austria. (Compl., Ex.1 at ¶ 2.)

8. United is a citizen of Illinois under 28 U.S.C. § 1332(c)(1) because it maintains its

principal place of business in, Cook County, Illinois. (Compl., Ex.1 at ¶ 1.)

9. The complaint alleges that United seeks a Declaratory Judgment as to its liability

under a contract between the Parties and acknowledges that Brainway claims it is owed over

€3,077,525.93 under the agreement as such the case in controversy exceeds the jurisdictional

threshold of \$75,000. (Compl., Ex. 1 at ¶ 14.)

10. Brainway is the only Defendant named in this action, so the requirement that all

defendants consent to removal does not apply. See 28 U.S.C. § 1446(b).

11. Pursuant to 28 U.S.C. § 1446(d), Brainway will promptly file a copy of this notice

of removal with the District Court for the Circuit Court for Cook County, Illinois, Chancery

Division, and serve it on counsel for United.

Dated this 15th day of June, 2023.

Respectfully submitted,

/s/ Dylan P. Grady

Dylan P. Grady, ARDC #6309120

**BROWN HAY & STEPHENS** 

205 S. 5th Street, Suite 1000

P.O. Box 2459

Springfield, IL 62701

Tel: (217) 544-8491

dgrady@bhslaw.com

and

Daniel A. Glass (application for admission pending)
ECKERT SEAMANS CHERIN & MELLOTT, LLC
1717 Pennsylvania Avenue, N.W., Suite 1200
Washington, D.C. 20006
Tel: (202) 659-6651

Email: dglass@eckertseamans.com

Counsel for Defendant

#### **CERTIFICATE OF SERVICE**

I hereby certify that on June 15, 2023, I caused a copy of the foregoing **Notice of Removal** to be served via U.S. Mail, postage prepaid, upon the following counsel of record:

Richard J. Leamy Jr.
Lindsay Omolecki
Weidner & McAuliffe, Ltd.
1 North Franklin, Suite 1900
Chicago, IL 60603
rjleamy@wmlaw.com
lcomolecki@wmlaw.com

Counsel for Plaintiff

/s/ Candace Alexander

Hearing Date: No hearing scheduled /Location: <<CourtRoomNumber>> Judge: Calendar, 12

#### EXHIBIT 1

FILED 5/16/2023 1:02 PM IRIS Y. MARTINEZ CIRCUIT CLERK COOK COUNTY, IL 2023CH03690 Calendar, 12 22739059

2120 - Served

2121 - Served

2220 - Not Served

2221 - Not Served

2320 - Served By Mail

2321 - Served By Mail

2420 - Served By Publication 2421 - Served By Publication

Summons - Alias Summons

(08/01/18) CCG 0001 A

# IN THE CIRCUIT COURT OF COOK COUNTY, ILLINOIS

UNITED AIRLINES, INC.				
	(Name all parties)	Case No.	2023CH03690	
٧,				
BRAINWAY AIRLINESERVICE	S GES.M.B.H.			

#### **SUMMONS ALIAS SUMMONS**

Brainway Airlineservices GES.M.B.H. To each Defendant: Dramway Annueso vices Chompany All VIE-International Cargo Center, Gate 3, Flat 225, A-1300 Wien, Austria

YOU ARE SUMMONED and required to file an answer to the complaint in this case, a copy of which is hereto attached, or otherwise file your appearance and pay the required fee within thirty (30) days after service of this Summons, not counting the day of service. To file your answer or appearance you need access to the internet. Please visit www.cookcountyclerkofcourt.org to initiate this process. Kiosks with internet access are available at all Clerk's Office locations. Please refer to the last page of this document for location information.

If you fail to do so, a judgment by default may be entered against you for the relief requested in the complaint.

To the Officer:

This Summons must be returned by the officer or other person to whom it was given for service, with endorsement of service and fees, if any, immediately after service. If service cannot be made, this Summons shall be returned so endorsed. This Summons may not be served later than thirty (30) days after its date.



#### Summons - Alias Summons

(08/01/18) CCG 0001 B

E-filing is now mandatory for documents in civil cases with limited exemptions. To e-file, you must first create an account with an e-filing service provider. Visit http://efile.illinoiscourts.gov/service-providers.htm to learn more and to select a service provider. If you need additional help or have trouble e-filing, visit http://www.illinoiscourts.gov/FAQ/gethelp.asp, or talk with your local circuit clerk's office.

Atty. No.:	Witness:						
Atty Name: Richard J. Leamy, JrWiedner &	McANDES LED PM IRIS Y. MARTINEZ						
Atty. for: Plaintiff	DOROTHY BROWN, Clerk of Contains						
Address: 1 N. Franklin, Suite 1900	DOROTHI BROWN, CIER OF CAMERIA						
City: Chicago	Date of Service:						
State: IL Zip: 60606	(To be inserted by officer on copy left with Defendant or other person):						
Telephone:312-855-1105							
Primary Email: rjleamy@wmlaw.com	_						



# CLERK OF THE CIRCUIT COURT OF COOK COUNTY OFFICE LOCATIONS

Richard J Daley Center 50 W Washington

Chicago, IL 60602

District 2 - Skokie 5600 Old Orchard Rd Skokie, IL 60077

District 3 - Rolling Meadows

2121 Euclid

Rolling Meadows, IL 60008

District 4 - Maywood 1500 Maybrook Ave Maywood, IL 60153

District 5 - Bridgeview 10220 S 76th Ave Bridgeview, IL 60455

District 6 - Markham 16501 S Kedzie Pkwy Markham, IL 60428

Domestic Violence Court

555 W Harrison Chicago, IL 60607

Juvenile Center Building 2245 W Ogden Ave, Rm 13

Chicago, IL 60602

Criminal Court Building 2650 S California Ave, Rm 526

Chicago, IL 60608

### Daley Center Divisions/Departments

Civil Division
Richard I Dalay C

Richard J Daley Center 50 W Washington, Rm 601

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

Chancery Division Richard J Daley Center 50 W Washington, Rm 802

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

Domestic Relations Division Richard J Daley Center

50 W Washington, Rm 802

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

Civil Appeals

Richard J Daley Center 50 W Washington, Rm 801

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

Criminal Department Richard J Daley Center 50 W Washington, Rm 1006

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

County Division Richard J Daley Center 50 W Washington, Rm 1202

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

Probate Division Richard J Daley Center 50 W Washington, Rm 1202

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

Law Division

Richard J Daley Center 50 W Washington, Rm 801

Chicago, IL 60602

Hours: 8:30 am - 4:30 pm

Traffic Division Richard J Daley Center

50 W Washington, Lower Level

Chicago, IL 60602

Hours: 8:30 atn - 4:30 pm

Dorothy Brown, Clerk of the Circuit Court of Cook County, Illinois cookcountyclerkofcourt.org



Hearing Date: 8/15/2023 10:00 AM Location: Court Room 2403 Judge: Hall, Sophia H

#### 12-Person Jury

IN′	THE	CIRC	UIT	COUR	T OF	COOK	COUN	TY,	ILLIN	OIS
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CIRCUIT CLERK
COOK COUNTY, IL
2023CH03690
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UNITED AIRLINES, INC.,	)
Plaintiff,	) ) Case No. 2023CH03690
ν.	)
BRAINWAY AIRLINESERVICES GES.M.B.H.,	) ) )
Defendant.	) ·

# **COMPLAINT FOR DECLARATORY JUDGMENT**

NOW COMES Defendant, UNITED AIRLINES, INC. ("United"), by and through its attorneys, WIEDNER & McAULIFFE, LTD., and for its Complaint for Declaratory Judgment against Defendant, BRAINWAY AIRLINESERVICES, GES.M.B.H. ("Brainway"), states as follows:

- United is a Delaware corporation with its principal place of business in Cook
   County, Illinois.
- 2. On information and belief, Brainway is an Austrian company with its principal place of business in Vienna (Wien), Austria.
- 3. On May 1, 2019, United and Brainway entered into a General Sales Agency Agreement ("GSAA"). (GSAA, attached hereto as Exhibit 1).
- 4. On May 1, 2020, United and Brainway entered into General Sales Agency Agreement Amendment No. 1 ("GSAA Amendment No. 1"). (GSAA Amendment No. 1, attached hereto as Exhibit 2).
- 5. Pursuant to the GSAA, United appointed Brainway to act as United's General Cargo Sales Agent responsible for the territory described in Appendix A to the GSAA. (Ex. 1 at

Article 1.A.; App. A to Ex. 1).

- 6. The preamble of the GSAA states that the GSAA "is made and entered into this 1st day of May, 2019, in the State of Illinois, United States of America, by and between" United and Brainway. (Ex. 1).
  - 7. Article 1.B. of the GSAA states:

The parties enter into this Agreement with the clear understanding that the sales agency relationship described herein is of a nonexclusive nature. This Agreement was made in reliance upon GSA's ability, financial responsibility and adequacy of facilities prior to the commencement date hereof. Therefore, GSA represents and warrants that (i) GSA understands the fixed term stated in Article 11 of this Agreement, (ii) it will not rely upon any continuation of this Agreement if it makes any additional investments in connection with this Agreement, and (iii) GSA waives any and all rights to claim any damages against United that may result from United's termination of this Agreement.

(Ex. 1 at Article 1.B.).

- 8. Article 11 of the GSAA, as amended by GSAA Amendment No. 1, states:
  - A. The term of this Agreement will commence on May 01, 2019, at 12:00 AM [Greenwich Mean Time], and will remain in full force and effect at United's sole discretion, until such time as United elects to terminate this Agreement by providing GSA with ninety (90) days written notice of United's election to terminate.
  - B. At any time during the term of this Agreement, United shall have the right to terminate this Agreement, for convenience and without cause, upon ninety (90) days written notice to GSA, and GSA shall not have any right to terminate this Agreement solely for convenience.
  - C. Any termination of this Agreement will not relieve either party from obligations incurred before the effective date of termination. Upon termination of this Agreement, all property of United will immediately be returned upon request to United, together with all moneys due and payable to United, and a complete and satisfactory accounting rendered. United reserves the right to withhold outstanding commissions until all conditions of this Article 11.C are satisfied."

(Ex. 2 at Article 11).

### 9. Article 13 of the GSAA provides:

Both parties have considered the expenditures made and possible losses in the event of termination or non-renewal of the Agreement, EXCEPT FOR ACTUAL DIRECT DAMAGES, NEITHER PARTY SHALL BE LIABLE TO THE OTHER FOR DAMAGES OF ANY KIND SUSTAINED OR ARISING OF OUT THEEXPIRATION, TERMINATION OR NONRENEWAL OF THIS AGREEMENT, INCLUDING BUT NOT TO. ANY LIMITED SPECIAL, INCIDENTAL, CONSEQUENTIAL, OR OTHER DAMAGES, COMPENSATION FOR LOSS OF PROFITS OR PROSPECTIVE PROFITS, OR ON ACCOUNT OF EXPENDITURES, INVESTMENT, LOSSES OR COMMITMENTS IN CONNECTION WITH THE BUSINESS OF EITHER PARTY. Such expiration, termination or nonrenewal shall not, however, relieve or release either party from making payments which may be owing to the other party under the terms of this Agreement.

(Ex. 1 at Article 13).

#### 10. Article 15.A. of the GSAA states:

This Agreement shall be interpreted and construed in accordance with the laws of the State of Illinois of the United States of America. In the event of any dispute or controversy arising under this Agreement, GSA hereby irrevocably consents to the jurisdiction of the Courts of the State of Illinois and of any Federal Court located in such State in connection with any action or proceeding arising out of any such dispute or controversy. In any such litigation GSA waives personal service of any summons, complaint or other process and agrees that service may be made by certified or registered mail, or by express delivery directed to the GSA at its address set forth in the preamble of this Agreement.

(Ex. 1 at Article 15.A.).

- 11. On February 17, 2022, United issued a notice of termination to Brainway care of its parent company, ATC Aviation Services AG, terminating the GSAA pursuant to Article 11.B. of the GSAA. (February 17, 2022 Termination Letter, attached hereto as Exhibit 3).
- 12. On May 27, 2022, United sent another notice of termination to Brainway pursuant to Article 11.B. of the GSAA to Brainway's address listed in in the preamble of the GSAA, pursuant to Article 10 of the GSAA ("May 27, 2022 Termination Letter"). (May 27, 2022

Termination Letter, attached hereto as Exhibit 4).

- 13. The May 27, 2022 Termination Letter stated that the GSAA would be terminated effective August 31, 2022, in accordance with the notice period in Article 11.B. (Ex. 4).
- 14. On March 10, 2023, Brainway sent a demand letter to United ("Demand Letter") demanding that United pay Brainway €3,077,525.93 by March 31, 2023. (Demand Letter, attached hereto as Exhibit 5).
- 15. Despite the fact that Article 15.A. of the GSAA provides that the GSAA is to be interpreted and construed in accordance with the laws of the State of Illinois, the Demand Letter asserts that the May 27, 2022 Termination Letter was ineffective because Section 21 of the Republic of Austria's Commercial Agent Act ("HVertgG") provides that contracts which have existed over a period of longer than six years may only be terminated by observing a minimum notice period of six months. (Ex. 5 at pp. 2-3). Brainway thus asserts that United could have only terminated the agreement by November 30, 2022 at the earliest. (Ex. 5 at p. 3).
- 16. The Demand Letter further asserts that as of June 1, 2022, United appointed a new general sales agent in the territories exclusively allocated to Brainway. (Ex. 5 at p. 3).
- 17. Brainway asserts that as a result of the implementation of the new GSA as of June 2, 2022 and the fact that the termination should not have taken effect prior to November 30, 2022, Brainway suffered damages in the amount of €1,375,779.30. (Ex. 5 at p. 4).
- 18. Brainway also contends that pursuant to Council Directive 86/653/EEC and sections 24 subs. 1 and subs. 4 HVertG, it is entitled to compensation in the amount of €1,701,746.63 due to the long-standing business relationship and as a result of its activities as commercial agent. (Ex. 5 at pp. 4-5).
  - 19. The Demand Letter asserts that Brainway "expressly reserves the right to take

further measures" in the event payment in the amount of €3,077,525.93 is not made by March 31, 2023.

- 20. United denies any liability to Brainway for the payments sought in the Demand Letter.
- 21. United properly terminated the GSAA effective August 31, 2022 in accordance with Article 11.B. of the GSAA.
- 22. The GSAA is governed by the laws of the State of Illinois and Brainway is not entitled to any compensation from United under European and/or Austrian law in connection with the termination of the GSAA.
- 23. By reason of the foregoing, an actual controversy exists between United and Brainway, which may be determined by a judgment or order of this Court. Pursuant to the terms of section 5/2-701 of the Illinois Code of Civil Procedure (735 ILCS §5/2-701), this Court has the power to declare and adjudicate the rights and liabilities of the parties hereto and to adjudicate the final rights of the parties and to give such other and further relief as may be necessary to enforce the same.

WHEREFORE, Plaintiff, UNITED AIRLINES, INC., respectfully requests that this Honorable Court find and declare:

- A. The Court has jurisdiction over this matter pursuant to Article 15.A. of the GSAA;
- B. That United properly terminated the GSAA pursuant to Article 11.B. of the GSAA;
- C. That the GSAA was terminated effective August 31, 2022;
- D. That the GSAA is governed by the laws of the State of Illinois;

- E. That Brainway is not entitled to any further compensation from United in connection with the termination of the GSAA;
- F. That a judgment be entered in United's favor and against Brainway accordingly; and
- G. Grant such other and further relief as this Court deems just and proper.

Respectfully submitted,

WIEDNER & McAULIFFE, LTD.

/s/ Richard J. Leamy, Jr.
Attorney for United Airlines, Inc.

Richard J. Leamy, Jr. – rjleamy@wmlaw.com Lindsay Omolecki – lcomolecki@wmlaw.com Wiedner & McAuliffe, Ltd. 1 North Franklin, Suite 1900 Chicago, IL 60606 (312) 855-1105

# EXHIBIT 1



BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Creatia, Slovakia, Gzech Republic, Poland, Hungary, Bulgaria, Remania, Bosnia, Macedonia and Serbia) Effective: May 01, 2019

# UNITED AIRLINES, INC. GENERAL SALES AGENCY AGREEMENT

(Cargo Sales Representative)

THIS AGREEMENT (hereinafter the "Agreement") is made and entered into this 7\* day of May, 2019, in the State of Illinois, United States of America, by and between UNITED AIRLINES, INC., at Deleware composition with its desporate offices located at 233 South Wacker Drive, Chipago, IL 60606, U.S.A. ("United"), and BRAINWAY AIRLINE SERVICES GESMBH, organized under the laws of Avents, having its principal offices at VIE-international Cargo Center, Gate 3, Flat 225, A-1800 Wien, Austria ("OSA").

#### WIINESSEIH:

In consideration of the premises and the mutual obligations hereinafter set forth, United and SSA agree as follows:

#### L APPOINTMENT OF GENERAL SALES AGENT

- A. Utiled hereby appoints GSA as, and GSA hereby accepts such appointment and agrees to act as. United several Cargo Sales Agent responsible for the tentiory more particularly described in Appendix A to this Agreement (the "Territory"). GSA will perform its obligations and dottes as United's General Cargo Sales Agent in accordance with the terms and conditions set forth in this Agreement.
- The parties enter into this Agreement with the clear understanding that the sales agency relationship described herein is of a nonexclusive nature. This Agreement was made in reliance upon SSA's ability financial responsibility and adequacy of facilities prior to the commencement date hereof. Therefore, GSA represents and warrants that (I) GSA understands the fixed term, stated in Article 11 of this Agreement, (II) it will not rely upon any continuation of this Agreement if it makes any additional investments in connection with this Agreement, and (III) GSA walves any and all rights to dainy any damages against United that may result from United's termination of this Agreement.

#### 2. SCOPE OF GSA'S AUTHORITY AND ACTIVITY

GSA's authority to represent United is specifically limited to the authority expressly granted by this Agreement During the term of this Agreement GSA will:

- A. Splight and promote air cargo transportation for the services of United and service and supervise United approved Cargo Sales Agents within the Tentfory (hereinafter referred to as "Sub-Agents").
- B: Froylds adequate personnel who will work exclusively for the transaction of the business of United and perform OSA's obligations and duties under this Agreement.
- C. Provide and matistain a suitable area in its place of business to be used exclusively for the transaction of the business of United by the personnel referenced in Article 2.B.
- D. Sell air cargo transportation over United's routes and, in QSA's authorized offices togeted within the Territory, issue or complete Air Waybills, together with such additional documents as may be required by



BRAINWAY AIRLINE SERVICES GESMEH - (Austria, Sloventa, Croafia, Slovakia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bestila, Macedonia and Serbia)

Effective: May 01, 2019

applicable laws or IATA resolutions. Only United Air Waybills, donsistent with the form prescribed in the applicable IATA resolutions, may be used under this Agreement.

- E. Select, appoint, and supervise, subject to United's approval, locally licensed Sub-Agents in accordance with all applicable IATA resolutions; provided, indweven that United will have the right to instruct of to reject the appointment of any such Sub-Agent. United will have the further right on its own behalf to appoint other Cargo Sales Agents within the Tention.
- F. Undertake publicity or press campaigns or other sales services to make the services of United known. When United requires special services of this pature, and the costs thereof have been specifically agreed upon in advance, the costs of any such special services will be paid for by United. If such costs have not been agreed upon in advance, United will not be responsible for any such costs, including but not limited to telephone, telegraph, malling, printing, or other advertising or promotional expenses of GSA for any purpose. All advertising material issued by or at the expenses of GSA in which reference is made to United must receive United's prior written approval in each instance.
- G. Perform any related services which may teasoriably be included under the terms of this Agreement and which are mutually agreed upon between the parties hereto.
- H. Not represent another air carrier in the Torritory as a general sales agent without notifying United in writing to the principle offices of its Intent to do so. If such representation already exists at the time of entering this Agreement, said representation(s) must be communicated to United in writing prior to execution of this Agreement. If GSA represents in the carrier in the same territory, GSA will represent all carriers in an unbiased manner.
- I. OSA will provide United with written reports of all sales and marketing activities undertaken, in a marher requested by United, and such additional reports, information, or mailing lists, as United may reasonably request from time to time.

#### 3. GSA COMMISSIONS

The GSA will not receive any override commission; instead United will issue gateway rates to the GSA that are applicable to all United Airlines air waybills (0.16) originating from points within the territory.

Compensation to the Agent shall be any margin earned by selling above the gateway rates, provided by United.

#### 4. GENERAL

- A. Although United has appointed GSA to perform the services described in this Agreement within the Territory, United may establish its own sales offices in the Territory and sell any form of transportation, including air cargo transportation, at such offices. Unites offices the contract his commissions or pricing incentives of any kind, including sales agency commission under this Agreement, will be paid to GSA on sales made at those United offices.
- B. Unless United advises GSA otherwise in writing, the provisions of this Agreement which are or may become in conflict with applicable IATA resolutions will be superseded by such resolutions. Any IATA resolutions which are or may be made applicable and mandatory upon United are Tiereby made a part of this Agreement and both parties will be bound by any such resolutions.
- C. All cargo transportation sold by GSA under the provisions of this Agreement will be sold subject to United's conditions and subject to United's tariffs, fulles, regulations, and instructions governing the sale and use of such transportation, in force from time to time, as published in United's tariffs, and notices. GSA will transmit to United such specific instructions, requests, or particulars in connection with any particular client as may be advisable to enable United to render the most officient service.

Page 2 of 14



BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Croatia, Slovakia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Sergia)

- D. This Agreement will be subject to and GSA will observe, all laws, statutes, rules, and regulations of any governmental body applicable to the sale of air cargo transportation or to any other acts performed by GSA under the terms of this Agreement.
- E. At least seventy-five percent (76%) of the total annual sales of international air cargo transportation made under this agreement will not be controlled or originated by any firm, company, or organization by which the CSA may be employed or with which it may be associated.
- F. GSA will ifor have in the Territory or any country within the Territory a substantial interest in the ownership, management, or profits of any cargo sales agent or a sufficient interest in the ownership, management or profits of such agents to influence the commercial policy or management decisions of such agent. No oargo sales agent in the Territory or any country within the Territory will have a substantial interest in the ownership, management, or profits of GSA or a sufficient interest in the ownership, management, or profits of GSA to influence the commercial policy or management decisions of GSA.
- G. GSA agrees that no credit eard fegued in the name of GSA, any Cargo Sales Agent of United in the Tentitory, or at their officers or employees will be used in connection with the sale of air cargo, transportation or other services hareunder.
- H. (I) ISSA warrants to Lited that it will not make or promise to make any direct or indirect offer, promise, payment, of gilt of any mobay of any other thing of value in connection with any activities of ISSA pursuant to this Agreement to any official, agent, or employee of any government or agency indirect of to any political party or official thereof or any candidate for public office, or make any offer, promise, payment or gill that is otherwise illegal under applicable law. Further, GSA understands and accepts that it will ascurately record and describe all receipts and expenditures of funds pursuant to this Agreement, and further warrants that all such transactions will be accurately recorded and described in its reports to United.
  - (ii) SSA further represents and warrants that (a) United will not be in violation of the U.S. Foreign Corrupt Practices Act by reason of acts or omissions of GSA or taken on its behalf and (b) no sold or omissions bave occurred or will occur that would subject GSA or United to legal proceedings or investigations under the U.S. Foreign Corrupt Practices Act.
- I. GSA approved that it is the sole employer of its employees and that GSA is responsible for the actions of such employees. Under no clickmetances will any employee of GSA or any employee of any Sub-Agent por employee of such such slaims and assume liability for any each slaim.

#### 5. <u>COLLECTION AND SECURITY</u>

All moneys collected by GSA and all moneys due, whether or not collected by GSA, for all period transportation sold under this Agreement, including any commission withheld by GSA pursuant to Articles, and all United documents necessary to cover such transportation will be and remain the property of United and will be retained by GSA and its Sub-Agents as the property of United unit satisficationly accounted for to United. United may audit and review GSA's documents, records, reports, or other written materials relating to its representation of United and any payments and reporting under this Agreement. GSA will be liable to United for any loss suffered by United through any action or machinal ty GSA or its Stub-Agents.





BRAINWAY AIRLINE SERVICES GESMBH - (Austria Slovenia, Croatia Slovakia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia) Effective: May 01, 2019

#### 6. INDEMNITY

- A. SSA will obey and observe all directions and instructions given to it by United relating to the sale of all cargo transportation or any other facet of this Agreement. SSA hereby agrees to indentify and hold harmless United, its officers, agents, employees, and servants, from all responsibility and hability, including costs and attorneys fees, for any injury, damages, expense, or less to any person or property caused by or arising from any violation of this Agreement, or any negligent act, omission, willful miscenduct, or misrepresentation of GSA, its officers, agents, employees, or servants.
- El GSA hereby agrees to indemnify and hold harmless United, its officers, agents, employees, and servants from any trainage, expense, or loss incurred for any reason whatsoever, including costs and efforteys fees, in connection with Air Waybills, or any other documents issued by GSA on the autilipity of United or materials furnished by United to GSA, or the proceeds thereof, whether or not such loss is occasioned by the default or insolvency of either a purchaser or of a bank in which GSA may have deposited such proceeds and notwithstanding the fact that under the terms of this Agreement such proceeds are the property of United and held in trust by GSA, all except to the extent caused by the negligence or willful iniscenduct of United.
- Except as provided in this Agreement, all claims and indemnities will be resolved in accordance with the standard provided in accordance with the standard provided in experiments, provided however, that GSA will reimburse United for any penalties assessed against United for the actions of GSA or its Sub-Agains not inscontormity with the governing IATA resolutions.

#### 7. TAXES

- A. ISA will assume all responsibility for filing all necessary tax returns and for payment of all laxes fother than riet income taxes) imposed by any governmental authority of the country or locality in which CSA is leasted and operates. If a value added or per shipment tax is required to be paid. SSA will make such payment to the government on United's behalf, without resort to reimburgement.
- B. GSA adress to indemnify and hold United harmless from any petrallies of interest incurred as a result of any fallure by GSA to timely file returns or pay taxes as required under Article 7.4.
- CC GSA will collect any applicable taxes on all cargo sold or transported under this Agreement.

# 8. TRANSFER-ASSIGNMENT-MERGER

- A. QSA will not assign or transfer this Agreement, in whole or in part, without the prior written consent of United.
- B. If GSA acquires or controls another entity or merges with or is acquired or controlled by another person or child which does not as of the date of this Agreement own or have a controlling interest in GSA, then United will have the option to terminate this Agreement without liability, except that all liabilities of either party accruing before termination or which are of a continuing nature will survive such termination.
- C. The GSA is required to notify United, in writing, of changes as defined in 7.8 within 10 days of each occurrence.

# 9. TRADEMARKS AND TRADE NAMES

SSA recognizes United's exclusive rights in and to its trademarks and trade names and the good will associated therewith, and GSA agrees to conduct its business operations in a mainter consistent with the preservation and protection of such exclusive rights. Specifically, and without limiting the generality of the foregoing, GSA agrees not to use in its corporate or business name, except as specifically agreed upp in

Page 4 of 14



BRAINWAY AIRLINE SERVICES GESMBIT - (Austrie Slovenia, Groatia, Slovakia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serhia)

Effective: May 01, 2019

writing by United, any of such trademarks or trade names affiner during the term of this Agreement or affer its expiration or termination. GSA also agrees that upon expiration or termination of this Agreement, it will discontinue and thereafter refrain from any and all representations that it is a general cargo sales agent or reseller of United's services.

#### 10. NOTICES

All notices required under this Agreement Will be sent by electronic means, or by airmail, or by express company and addressed to the respective principal offices of each party, as stated in the preamble of this Agreement. All notices must specifically reference the United Contract Number.

#### 11. TERM OF AGREEMENT

- A. The Term of this Agreement will commence on May 01, 2019, at 42:00 AM [Greenwich Mean Time], and will remain in effect for an initial term of one (1) year (the "hittel Term"). At the conclusion of the initial Term, United will evaluate SSA's performance over the initial Term, and at United's sole discretion, United may either terminate this Agreement upon thirty (50) days notice to SSA, or extend this Agreement for an addition term of one (1) year (a "Renewal Term"). Thereafter, the Agreement shall automatically renew for additional Renewal Terms of one (1) year each (all Renewal Terms and the initial Term, hereinafter the "Term"); until United elects to terminate this Agreement pursuant to Article 1:1.2
- B. Following the conclusion of the Initial Term, at any time during any Renewal Term, United shall have the right to terminate this Agreement, for convenience and willhout cause, upon ninety (90) days notice to GSA, and GSA shall not have any light to terminate this Agreement solely to convenience.
- C. Any termination of this Agreement will not relieve either party from obligations incurred before the effective date of termination. Upon termination of this Agreement, all property of United will immediately be returned upon request to United, together with all moneys due and payable to United, and a complete and satisfactory accounting rendered. United reserves the right to withhold outstanding commissions until all conditions of this Article 11 are met.

#### 12. TERMINATION FOR CAUSE

- A. If either party (the "Defaulting Party") becomes line (Vent) if the other party (the "Insecure Party") has evidence that the Defaulting Party is right paying its bills when due without just pause; if the Defaulting Party takes any step leading to its pessation as a going concern; or if the Defaulting Party either coases or suspends operations for reasons other than a strike, then the insecure Party may immediately terminate this Agreement or notice to the Defaulting Party.
- B. If the Defaulting Party fails to observe or perform any of its obligations under this Agreement and if this failure continues for a period of lifteen (15) gays after written notice to the Defaulting Party the policy (except for any payments due, where the period to aure such nonpayment will be live (5) days after notice), then, without prejudice to any other remedies the other party may have, this Agreement will terminate as of the expiration date of the notice period. The Defaulting party hereby expressly walves any right to claim damages that are in any way associated with any termination under this Article 12.
- C. Exercise by either party of its right to terminate hereunder will in ne way affect or impair its right to bring suit for any default or breach of this Agreement.





BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Croatia, Slovekia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia):

Effective: May 01, 2019

#### 13. EXCLUSION OF CONSEQUENTIAL DAMAGES

Both parties have considered the expenditures made and possible losses in the event of termination or non-renewal of the Agreement. EXCEPT FOR ACTUAL DIRECT DAMAGES, NEITHER PARTY SHALL BE LIABLE TO THE OTHER FOR DAMAGES OF ANY KIND SUSTAINED OR ARISING OUT OF THE EXPIRATION, TERMINATION OR NONRENEWAL OF THIS AGREEMENT, INCLUDING BUT NOT LIMITED TO, ANY SPECIAL, INCIDENTAL, CONSEQUENTIAL, OR OTHER DAMAGES, COMPENSATION FOR LOSS OF PROFITS OR PROSPECTIVE PROFITS, OR ON ACCOUNT OF EXPENDITURES, INVESTMENT, LOSSES OR COMMITMENTS IN CONNECTION WITH THE BUSINESS OF EITHER PARTY. Such explication, termination or non-renewal shall not, however, relieve or release either party from making payments within may be owing to the other party under the terms of this Agreement.

#### 14. NONDISCLOSURE

Except in any proceeding to enforce the provisions of this Agreement, neither party will disclose to any third party the flushcial ferming of the Agreement, the terms contained in any Appendix to this Agreement, or any other confidential information of the other party, including orders, forecasts, financial or marketing plans or data, or any data processing programs or procedures. This provision will survive any termination or expiration of this Agreement.

# 15. GOVERNING LAW AND NON-ENGLISH VERSIONS

- A. This Agreement shall be interpreted and construed in accordance with the laws of the State of Illinois of the United States of America. In the event of any dispute or controversy arising under this Agreement, CSA, hereby irreversibly consents to the jurisdiction of the Courts of the State of Illinois and of any Federal Court located in such State in connection with any action or proceeding arising out of any such illigation CSA waives personal service of any summons, complaint or other process and agrees that service may be made by certified or registered mail, or by express delivery threater to the CSA at its address sat forth in the presemble of this Agreement.
- B. Notwithstanding the above, as the selection of laws and jurisdiction has been made in favor of United. United shall have this right, it it so desires to submit itself to the jurisdiction of the country in which GSA configure its business affairs.
- C. If any non-English interpretive versions of this Agreement are created, then in the event of a conflict between the English version and any non-English version, this English version will control.

#### 16. EXISTING OBLIGATIONS

GSA represents and warrants that the ferms of this Agreement do not violate any existing obligations of contracts of GSA, or any local laws. GSA stigil defend, indemnify and hold United harmless from and against any and all claims, demands or causes of action which are hereafter made or brought against United alleging any such violation.

#### 17. ENTIRE AGREEMENT

This Agreement, licituality its Appendices, constitutes the entire agreement and understanding of the parties on the subject matter hereof, and, as of the effective date; supersedes all prior agreements between the parties, whother written or eral, covering the subject matter hereof, including any which may have been the subject of an assignment. This Agreement may be modified only by further Agreement signed by both parties.

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General Sales Agency Agreement
United Contact # 191871
BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Croatia, Slovakia, Czech Republic,
Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia)
Effective: May 01, 2019

ÎN WITN above wr	ESS WHEREOF, United and ASA have causeless	sed this Ag	preement to be executed as of the date	ilirst
	WAY AIRLINE SERVICES GESMBH	l okolerce	D AIRLINES, ING. S. A	and terms or expected for the formal
By:	L. W.	Být.	D AIRLINES, INC.	
Name:	Guenther Pepl	Name;	Jan Krems	
Titler	Managing Director	Title:	President, United Cargo Vice President United Airlines, Inc.	- Contraction of the Contraction
Dates	17h April 2018	Date:	04-22-2019	

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BRAINWAY AIRLINE SERVICES GESMBH «(Austria Slovenia, Croatia, Slovekia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia)

Effective: May 01, 2019

#### APPENDIX A

#### TERRITORY

The Territory within which the GSA's activities will be parried on under this General Sales Agency Agreement is comprised of:

- The Austria, Slovenia, Groatia, Slovakia, Ezech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia origin accounts as assigned by United (each the "Account," collectively the "Accounts").
- The GSA Territory is defined as the assigned Accounts based on shipper and Austria, Slovenia, Croatla, Slovakia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia origin account lecations as defined by United and subject to changes as described in Section 4A of this agreement. Shipper/erigin locations may change from time to time. In the event of additions, deletions, or changes, the Territory assignment served by GSA on the first day of the month will be those included in the Territory for that whole month.



BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Croatia, Slovakia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia) Effective: May 01/2019

# <u>APPENDIX B</u>

For purposes of this Agreement, "All inclusive Retained Freight Revenue", shall include Base rate plus Fuel Surcharge (MY) and Freight Processing Fee (MC).

- (1) All cargo transported must be ever the routes of United/Lufthansa or routes authorized by United under Appendix D, and sold within the Territory provided to GSA or it's Sub Agents;
- (2) Revenue generated from cargo sales made by GSA is eligible only if a United Air Waybili was issued by GSA and used for the applicable carriage under this Agreement;
- (3) All all waybills must be issued/rated at or above the approved retained base freight weight rates as provided by United/Luftbansa:
- (4) All air waybile must be issued and used pursuant to established IATA rules and all conditions set forth in this Agreement.
- (5) "All-Indusive Retained Freight Revenue", Base Rate plus Fuel Surcharge (MY) and Freight Processing Fee (MC), will exclude all other applicable taxes, fees, surcharges, additional costs and any other overrides or commissions earned;
- (6) GSA will be paid in local currency, if applicable.

#### **GSA COMMISSION**

# A. United (UA) shipments (016 Air Waybill Profix) traveling on UA flight

The GSA will not receive any eventide commission; instead, United will issue gateway rates to the GSA that are applicable to all United Airlines air waybills (O16) originating from points within the territory.

Compensation to the Agent shall be any margin earned by selling above the gateway rates, provided by United.

GSA margins on gateway rates should not exceed 10%, on average, per quarter.

# B. United (UA) shipments 1018 Air Waybill Prefix) traveling on LH flight

A monthly commission of 2.5% will be earned by GSA on the total "All inclusive Freight Revolue", defined as Bese Rate stus Fuel Surcharge (MY) and Freight Processing Fee (MC), shipped in accordance with this Agreement curing the previous calculate month. The commission is applied ONLY to 016 shipments traveling on LH flight originating in the country of Austria, Slovenia, Croatia, Slovekia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia. Shipments transiting the country of Austria, Slovenia, Croatia, Slovekia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia are not eligible for commissions. Commissions will be paid to the GSA as specified in Appendix C.

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BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Croatia, Slovekia, Czech Republic,
Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia)
Effective: May 01, 2019

#### <u>APPENDIX C</u>

#### UNITED AIR WAYBILL REVENUE ACCOUNTING

The following revenue accounting procedures will be used in the administration of United's Air Waybills under the General Sales Agency Agreement:

- (1) United Cargo Accounting (WHQFA) will involce the GSA all the United Cargo involces generated from Rapid within the periods established by IATA.
- (2) The GSA is expected to submit all funds to United Cargo Accounting (WHQFA); cargoaccounting@united.com) within 30 days from invoice date and include a detailed sales report to support the payment.
- (3) Banking information: The GSA is responsible to liaise with United's local Plitance Department to ensure their payments to United are made timely and to the correct bank account.
- (#) For shipments (016 Air Waybiii Prefix) traveling on Lufthansa (LH) flight. GSA will be paid by lunted based on any commission earned under the terms of this agreement. United Cargo Accounting office (WHICFA) will pay GSA based entirely on United's records. Detail of GSA payment processing as described below:
  - 4.1 All invoices, sales reports, support and correspondence for GSA commission needs to be sent to cargo international (munited com.
  - 4.2 GSA will provide their banking information, on their latterhead, to carobinternational counted of the
  - 4.3 United's payment to GSA for commission earned shall be made within 15 days of receiving all mobiles due United and after we have reconciled the GSA sales Republicated against RAPID files.
  - 14 In all cases, payments to the GSA require approval by United's Cargo Accounting office (WHQFA).

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General Sales Agency Agreement
United Contract #: 181871
BRAINWAY AIRLINE SERVICES GESMBH - (Austria Slovenia, Groatia Slovakia, Czech Republic,
Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia)
Effective: May 01, 2019

#### APPENDIX D

# UNITED APPROVED INTERLINE ROUTINGS

United may authorize interline routings on selected partiers over selected routings. Use of other carriers, or routings, resulting in unauthorized charges will be the responsibility of GSA.

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General Sales Agency Agreement
United Contract #: 181871
BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Biovenia, Croatia, Slovakia, Czech Republic,
Paland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia)
Effective: May 01, 2019

#### <u>APPENDIX E</u>

UNITED APPROVED NET/NET FREIGHT WEIGHT RATE CHARGES AND PRODUCTS

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Page 12 of



General Sales Agency Agreement

United Contract #: 181871
BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Croatia, Slovekia, Özech Republic,
Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serbia) Effective: May 01, 2019

# APPENDIX F

#### **DATA INTEGRITY REQUIREMENTS**

Accurate and timely data entry are hallmarks of quality service. United Cargo believes that without challing data, there can be no quality service. The following points provide further detail on United's data integrity requirements as applicable once implemented:

1. US360 Customer Profile Database

QSA will request via email to <u>cargoapps@united.com</u>, the addition, removal, and modification of customer and account number data. Each customer must have a United authorized IATA number or a United Cargo Account Nutr as required.

2. Capture and update all data in United's systems as per United's procedures.



BRAINWAY AIRLINE SERVICES GESMBH - (Austria, Slovenia, Greatia, Slovekia, Czech Republic, Poland, Hungary, Bulgaria, Romania, Bosnia, Macedonia and Serpia) Effective: May 01, 2019

#### APPENDIX G GENERAL SALES AGENTS LETTER OF CREDIT ( BANK GUARANTEE REQUIREMENTS

The General Sales Agent ("GSA") will be required to maintain a bank letter of guarantee or letter of credit; ("Security") in a form satisfactory to United Airlines, Inc. ("United") and in an antiount which should be sufficient to cover sixty (60) days of cash remittances to United. Af its option, United may very the amount of the required Security from time to time based GSA's parformance of the Agreement and the amount of Cargo sales hereunder. United reserves the right to request, at its option, that the Security be drawn on a bank whose office is outside the Territory.

To secure any and all amounts or obligations due or which may become due to United, GSA will establish and provide to United a Standby Irrevocable Letter of Credit ("LSC") or Bank Guarantee in the amount of EUR1.350.000, conforming to the ferms and conditions set forth below.

1. All LOCs/Bank Guarantees must be drafted and presented in the English language. United reserves:

All LOCS/Bank Guarantees must be dranted and presented in me Linguish language. United States, the right to required confirmation of international accuments by a bank located in the United States. Any required translation and translation costs are the responsibility of the GSA. The amount of the LOC/Bank Guarantee will be determined by the twelve (12) month everage sales of the Territory, and/or the Cargo Seles, Revenue Management, or oradit policies of United. The LOC/Bank Guarantee must be irreveable naming Voited as sole beneficiary, drawn on a bank acceptable to United, providing for immediate payment to United upon presentation of a sight draft, which specifies the amount to be paid and accompanied by a statement from United certifying that United has not been paid.

4: The LOC/Bank Guarantee must state!

"Drafts under this Letter of Credit Bank Guarantee are to be drawn at Sight upon this Bank accompanied by a signed statement saying that the amount stated is payable to tinifed Aidines, Inc., because BRAINWAY AIRLINE SERVICES GESMBH has falled to pay almounts due to United Airlines, Inc.

Pattial drawings against the LOC/Bank Guarantee are to be permitted.

All administrative charges relating to the LOCABabik Quarantee are for the account of the GSA.

Bank Guarantees should be issued as non-accessory or unconditional, in accordance with international Standard Practices and ICC Uniform Bulbs.

Letters of Credit should be issued in accordance with the Uniform Customs and Practice for Documentary Credits ICC Publication No.600.

LOCs/Bank Quarantees should contain an elergreen (automatic renewal) clause, or GSA will be required to secure renewal within thirty (30) days of expiration.

10. All LOC/Bank Quarantees and related correspondence should be sent via Courier, registered mal or equivalent secure mail service to:

United Airlines, Inc. Attn: Credit Manager 609 Main Street, HSCAG, 12th Floor Houston, TX 77002

It is understood and agreed that United reserves the right to periodically review the amount of such. LOC/Bank Guarantee, and if necessary, require such amount to be increased or decreased, subject to triinly (30) days prior written notice to GSA. If GSA fails to establish or amend the LOC/Bank Guarantee as requested by United, then United may terminate any one or more agreements that United entered into with GSA in reliance upon the LOO/Bank Guarantee required by this Agreement.

# EXHIBIT 2

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# EXHIBIT 3



February 17, 2022

Mr Ingo Zimmer Global Headoffice ATC Aviation Services AG Cargo City South · Bldg. 641 60549 Frankfurt-Airport/Germany Phone: +49 (0) 69 698053-11

Fax: +49 (0) 69 698053-11

Re: <u>Termination of the General Sales Agency Agreement between United Airlines, Inc.</u> and ATC Aviation Services LTD, dated May 01, 2019 and denominated as United Contract #181871 (the "Agreement")

Dear Mr Ingo Zimmer,

This letter constitutes the required notice of United's exercise of its right to terminate the Agreement under Article 11.B of the Agreement. Recognizing the required notice period under Article 11.B, which is a minimum of ninety (90) days, the effective date of the termination of the Agreement will be May 31, 2022. No further action is required on the part of either Party to give effect to the effective termination of the Agreement on May 31, 2022. United looks forward to working cooperatively with ATC Aviation to achieve a smooth transition, and we propose a call or meeting to discuss coordination.

Thank you for being our partner and please give my best to everyone on your team, as I know that they played no small role in perform its obligations and duties as United's Cargo General Sales Agent.

Sincerely,

Jan Krems

President, United Cargo

Vice President, United Airlines, Inc.

# EXHIBIT 4

May 27, 2022

Mr. Christoph Fasching Managing Director Brainway Airlineservices Ges.m.b.H A-1300 Vienna-Airport VIE Int. Cargocenter Gate 1, Flat 03-113 Austria

Re: Termination of the <u>General Sales Agency Agreement</u> between United Airlines, Inc. and Brainway Airline Services GESMBH, dated May 01, 2019 and denominated as United Contract #181871 (the "Agreement")

Dear Mr. Fasching,

This letter constitutes notice of United's decision to exercise its right to terminate the Agreement for convenience under Article 11.B of the Agreement. Recognizing the required notice period under that Article, the effective date of the termination of the Agreement will be August 31, 2022. No further action is required on the part of either Party to give effect to the termination of the Agreement. Our EMEIA team will work cooperatively with you to achieve a smooth transition and will contact you shortly to discuss coordination towards this goal.

Thank you for being our partner and please give my best to everyone on your team, as I know that they played no small role in perform its obligations and duties as United's General Cargo Sales Agent.

Sincerely,

Jan Krems

President, United Cargo

Vice President, United Airlines, Inc.

# EXHIBIT 5

FRANKFURT AM MAIN BAD VILBEL BERLIN WBhp.faw



W\$HP Rechtsanwalte und Notare Friedrich-Ebert-Anlage 56 60325 Frankfurt am Main-

United Airlines, Inc. Attn. Mr. Jan Krems President United Cargo 233 South Wacker Drive Chicago, IL 60606 USA

in advance via email: lankrems@united.com

maurice.fuchs@united.com
maurice.fuchs@united.com
jacques.feiijeserjaar@united.com
stephane.brochet@united.com
vania.vit@united.com
garrison.phillips@united.com

10 March 2023 \* 30/R Brainway /. United Airlines, Inc. \* 10014/22 in charge: Senior Legal Counsel Strait

seor.: Ms Regula-Knecktys\* direct; +49 (0) 69 75699-132

Notice of Termination - General Sales Agency Agreement between United Airlines, Inc. (UA) and Brainway Airlineservices Ges.m.b.H. effective 01 May 2019

Dear Mr. Krems,

We herewith give notice that we represent the legal interests of Brainway Airlineservices Ges.m.b.H., Gatel, Flat 03-112, VIE Int. Cargocenter, 1300 Vienna Airport, Austria (hereinatier, Brainway).

On 1 May 2019, UA concluded a further Gargo General Sales Agency Agreement (hereinaffer, the Agreement) with Brainway.

In the past years since September 2011 during which our client operated as GSA for UA, your business has made excellent

Jürgen Wiepand Rechtsanwalt und Notar

Stöfan Striether Rechtsanwalt

Mirkó Sprenbnether Reddisanwält und Notar\* Fachenwalt ür Bank- und Kapitalmarktrecht

Holger Strahl Rechtsanwalt

Julia Wissig Reclitsanwaltin und Notario

Susanne Lang Rechtsanwältin und Notarin Rolletter (England & Wales)

Stivario Pirfilano Reolitsanvalt

İngirld Seleder Rechtsanwältin

Miphael Aidube Rechtsanwalt

Wiegand Striether Sprengnether Strain Wissig Lang Partnerschalf von Rechtseinwälten nich

Friedrich-Ebert-Anlage 60 60825 Frankfurt am Main

Telefop +49 (0)69 75 699-0 Telefax, +49 (0)69 75 699-105

Hankfurl@wshp,law

www.yvshpilaw Amisgorichi Franklun am Main Pri 2777

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IBAN DESC 5006 0201 0000 2788 70 BIG HELADEF1622

US(-IdNi: DC) †2290847 \*Amtssfizin Bad Vilbel progress. The load factors achieved by our client has continuously been very high. To our client's surprise, she was informed by third parties on 19 May 2022 that UA had informed all stations worldwide that UA would be working with a new GSA in the territories exclusively designated for our client as early as 1 July 2022. Our client's managing director then immediately notified you of this assertion in a letter dated 20 May 2022 and asked for confirmation that the existing GSA contract would continue without restriction beyond the aforementioned date and would therefore be further fulfilled by UA.

Without UA ever having had a reason to complain or having been dissatisfied with our client's performance, our client received your letter dated 27 May 2022 on 30 May 2022 by email of Mr. Leijssennaar. With this termination letter you stated that the Agreement shall be terminated by 31 August 2022.

In light of the foregoing, Brainway had to realize that UA intends to terminate, at short notice and without any previous information thereof, a longstanding business relationship. Moreover this is despite the fact that Brainway built up and enlarge UA's entire reservation and sales structures.

Immediately after receipt of the termination letter and thus before the effective termination of the agreement, the entire UA dedicated team and other employees of our client were approached by the new agent selected by you, in breach of the contractual agreements, and were finally taken over, as was the subcontractor SAT Albatros commissioned by our client for the territory in Slovenia, which means a takeover of the entire sales structure established by our client over the entire term of the contractual relationship since 15 September 2011.

After all and due to the long-lasting business relationship with UA our client feels obliged to Inform you about the implications of your termination dated 27 May 2022.

# Ineffectiveness of the Termination

Firstly, we would like to emphasize that the termination pronounced by you dated 27 May 2022 is ineffective.

In accordance with Article 15 (3) of the Council Directive, the EU Member States may extend the notice periods for agency contracts beyond the periods defined in the

Council Directive. This was the case in the Republic of Austria pursuant to section 21 of the Commercial Agent Act (HVertrG). Agency contracts such as the present Agreement which have existed over a longer period of more than six (6) years may only be terminated by observing a minimum notice period of six (6) months. Thus, under Austrian law, UA would have been able to duly terminate the agreement by 30 November 2022 at the earliest. The termination pronounced by you does not consider this period, so that it is ineffective according to Austrian law in connection with the Directive of the European Parliament.

To that end, as our client's current contract has not yet been terminated in line with the Council Directive 86/653/EEC and Austrian laws by the provision of a 6 month termination notice, we hereby advise that the latter will subsequently assert claims for damages due to non-compliance with the statutory notice periods.

Compensation for the loss of commissions due to non-compliance with the mandatory notice period and the assignment of another GSA in breach of contract

As already explained above under point 1, despite the existence of the GSA contract concluded with our client, the new GSA already became active in the territories exclusively allocated to our client as of 1 June 2022.

or the aforementioned reasons, we see this action not only as a significant violation of UA's contractual and legal obligations.

Moreover, the action initiated by you is also likely to violate Austrian competition law and Austrian civil law as well as UA's compliance rules. As far as our client is aware, the new GSA was obviously appointed directly by you and not according to the result of a tender - in which our client could also have participated as a contractual partner. Furthermore, the new GSA for Austria, Bulgaria, Croatia, Macedonia, Romania, Serbia, Slovakia, Slovenia, the Czech Republic, Hungary and Poland is a company which did not have any branches in these countries and was not familiar with these markets and had also been founded only recently. A successful history of the company can therefore not have been the reason for the surprising commissioning of this GSA. We are currently still in charge of examining whether and, if so, which legally protected legal interests were violated by UA.

However, our client suffered demonstrable damage because the new GSA was implemented in the aforementioned territories as of 1 June 2022 and therefore hardly any business was handled via our client. Therefore, our client's commissions, which had amounted to € 3,079,760.60 in the period from January to December 2021 and thus to a monthly average of € 256,646.71, collapsed in the period from June to August 2022 to a total of € 164,100.96, i.e. a monthly average of € 54,700.32 (commission in the month of June 2022: € 82,042.73, July 2022: € 65,281.96 and August 2022: € 16,176.27).

Since your new GSA was able to continue to use the sales structures created by our client unchanged, UA did not suffer any loss of turnover. However, our client has suffered damages of at least €1,375,779.30 (6 x €256,646.71 - €164,100.96) in the months of June, July and August 2022 compared to the previous year's sales as a result of UA's conduct in breach of contract and the law, as well as further commission damages of €256,646.71 for the month of September, October and November 2022 due to the fact that the notice of termination should have been effectively given no earlier than 30 November 2022.

We hereby claim in the name of and on behalf of our client the total damages incurred in the amount of € 1,375,779.30 within the time limit set out in clause 5.

# 3. Commerical Sales Agent Indemnification Payment Claim

Furthermore we have to inform you that after the effective termination of the Agreement, our client is entitled to various compensation claims resulting from the Agreement pursuant to Council Directive 86/653/EEC and section 24 subs. 1 and subs. 4 HVertrG (Österreichisches Handelsvertretergesetz) due to the long-standing business relationship.

The Agreement is not opposed to this, as in accordance with the Council Directive 86/653/EEC dated 18 September 1986 on the coordination of the laws of the Member States relating to self-employed commercial agents (OJ L. 382 page 17 European Court of Justice) the European Council decided in its policy decision dated 09 November 2000 (INGMAR GB Ltd. vs. EATON LEONARD TECHNOLOGIES Inc.) that the laws of the EU Member States granting self-employed commercial agents such as our client compensation claims shall also be applied when the commercial agent has carried out his activities in an EU Member State while the contractor is headquarted

in a third country and the Agreement stipulates that the laws of that country (here; USA) shall apply.

In accordance with section 24 subs. 1 and subs. 4 HVertrG, our client is therefore entitled to compensation resulting from its activities as commercial agent, whereby the calculated annual commission is based on the average business activities of the past five years. If the contractual relationship has lasted less than five years, the average of the entire contractual period shall be decisive.

The compensation is calculated as follows:	
Annual commission SEP 2017 - AUG 2018	1,167,278.80 €
Annual commission SEP 2018 - AUG 2019	1,064,833.71 €
Annual commission SEP 2019 - AUG 2020	1,048,240.03 €
Annual commission SEP 2020 - AUG 2021	2,752,691.77 €
Annual commission SEP 2021 - AUG 2022	2,475,688.84 €

./. 5 = average commission

as per section 24 HVertrG

1,701,746,63€

# 4. Incident in Switzerland

For the sake of completeness, we would like to announce that another similar incident with UA is currently being investigated in our client's group. This concerns the termination of the GSA contract in Switzerland without cause. The existing GSA contract was transferred to the same new GSA as described above. In this context, it was found that even during the existence of the GSA contract, employees of the newly appointed GSA approached our clients staff and employees were enticed away to the new GSA. UA employees were demonstrably also involved in these discussions. This is also likely to be in significant breach of contractual obligations as well as legal facts. You and the UA management will be contacted after the investigations in Switzerland have been completed.

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#### 5. Conclusion

Finally, our client's shareholders are disappointed that that this is now the second contract terminated, and being secured by a new company only just established in the Territory in question. This is a very unusual practice in Europe and as such our client has no alternative than to submit this claim and to consider the legal position explained.

Subject to the further measures already announced, we have to request you to pay the amount of damages of  $\in$  1,375.779.30 as well as the commercial agent compensation in the amount of  $\in$  1,701,746.63, i.e. a total amount of  $\in$  3,077,525.93

by 31 March 2023 at the latest

to the business account of our client

Account Holder:

Brainway Airlineservices Ges.m.b.H

Bank Account/{BAN;

AT52 1200 0521 0322 2444

Swift/BIC:

**BKAUATWW** 

Purpose:

Compensation claim dtd 9 March 2023

In the event of non-observance of the aforementioned payment deadline, our client expressly reserves the right to take further measures.

Sincerely Yours,

VHSP Fechtsanwälte und Notare

noigen strapt Rechtsprealt/Senior Legal Counsel